

Message Text

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PAGE 01 LAGOS 10220 211534Z

51

ACTION AF-18

INFO OCT-01 ARA-16 EUR-25 EA-11 NEA-10 ISO-00 IO-14 EB-11

COME-00 INT-08 TRSE-00 OMB-01 SCI-06 SCEM-02 CIAE-00

DODE-00 PM-07 H-03 INR-10 L-03 NSAE-00 NSC-10 PA-04

RSC-01 PRS-01 SPC-03 SS-20 USIA-15 STR-08 CEA-02

CIEP-02 AID-20 DRC-01 /233 W
----- 070093

R 211013Z DEC 73

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 2201

INFO AMEMBASSY RONN

AMEMBASSY BRASILIA

AMEMBASSY CARACAS

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY LONDON

AMEMBASSY TEHRAN

AMEBASSY TOKYO

AMEMBASSY TRIPOLI

OECD PARIS 3799

C O N F I D E N T I A L LAGOS 10220

E.O. 11652: GDS

TAGS: ENRG, NI

SUBJECT: NIGERIAN OIL SALE REACHING DENOUEMENT

REF: LAGOS 10139 (NOTAL)

1. INFORMATION CONTAINED REFTEL CONFIRMED BY OTHER SOURCES:
REVISED BIDS BEING RECEIVED TODAY (FRIDAY), AND PURCHASE
CONTRACTS ARE EXPECTED TO BE SIGNED SATURDAY WITH AS MANY AS TEN
FIRMS.

2. NOTIFICATION SENT WEDNESDAY TO FOURTEEN BIDDERS (NOT
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PAGE 02 LAGOS 10220 211534Z

FIFTEEN AS EARLIER REPORTED), EQUALLY DIVIDED BETWEEN US

AND OTHER NATIONALITIES. ACCORDING SEVERAL SOURCES, SHORT-LISTED FIRMS ARE:

COASTAL STATES
MARATHON
OCCIDENTAL
PHILLIPS PETROLEUM
SHELL OIL (US)
SUN OIL
TEXAS CHEMICALS AND PLASTICS (BIRMINGHAM, MICHIGAN)
TOTAL (CFP)
PETROBRAS
MITSUBISHI AND TWO OTHER JAPANESE FIRMS
ESSELEN (?)
KOACH (?)

SOURCES NOT FAMILIAR WITH LAST TWO FIRMS; NAMES GIVEN ARE APPROXIMATE.

3. NIGERIAN NATIONAL OIL CORPORATION WILL GIVE TEN BIDDERS OPPORTUNITY MATCH HIGHEST BID RECEIVED. PRICES VARIOUSLY PREDICTED TO BE "ABOVE \$18 PER BARREL" AND "AROUND \$20." NNOC SAYS EACH WINNER WILL RECEIVE 32,000 B/D STARTING IN JANUARY 1974 RISING TO 50,000 B/D LATER IN YEAR. CONTRACTS ARE FOR TWO YEARS WITH QUARTERLY PRICE REVISION.
CROSBY

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EO Systematic Review
30 JUN 2005

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